



Posted 11/26/2014 JW

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CANNON BUILDING
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STATE OF DELAWARE
REAL ESTATE COMMISSION

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PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday, December 4, 2014 at 9:30 a.m.

PLACE: Division of Professional Regulation
861 Silver Lake Boulevard, Cannon Building
Second Floor Conference Room A
Dover, Delaware

AMENDED AGENDA
(Amended items are denoted with an asterisk)

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – November 6, 2014
- 3.0 Unfinished Business
 - 3.1 Post-Renewal Continuing Education Audit
 - 3.2 Review Draft Correspondence to be Sent to Course Providers Detailing Expectations of Course Outlines
 - 3.3 Reconsideration of Course Provider Applications
 - 3.3.1 Sussex County Association of Realtors for Course Titled: "Ethics in an Era of Litigation"
 - 3.4 Continued Discussion Regarding Knowledge Based Learning
- 4.0 New Business
 - 4.1 Update from the Commission – Ms. Klimowicz
 - 4.2 Review of Course Provider Applications
 - 4.2.1 Course Provider: Delaware School of Real Estate
 - 4.2.1.1 Course Title: The Code of Ethics
Credit Hours: 3.0
Module: New Licensee Module 1
 - 4.2.1.2 Course Title: The Agreement of Sale
Credit Hours: 3.0
Module: New Licensee Module 2

- 4.2.1.3 Course Title: Real Estate Documents and Seller Representation
Credit Hours: 3.0
Module: New Licensee Module 3
- 4.2.1.4 Course Title: Agent Etiquette
Credit Hours: 3.0
Module: New Licensee Module 4
- 4.2.1.5 Course Title: Agency & Fair Housing
Credit Hours: 3.0
Module: 1
- 4.2.1.6 Course Title: The Code of Ethics
Credit Hours: 3.0
Module: 2
- 4.2.1.7 Course Title: Differences Between DE and PA Transactions
Credit Hours: 3.0
Module: 3
- 4.2.1.8 Course Title: Disclosures
Credit Hours: 3.0
Module: 3
- 4.2.1.9 Course Title: Nuts and Bolts of Home Inspections
Credit Hours: 3.0
Module: 3
- 4.2.1.10 Course Title: Real Estate Jeopardy” – Real Estate Documents and Real
Estate Practices
Credit Hours: 3.0
Module: 3
- 4.2.1.11 Course Title: Understanding the Agreement of Sale
Credit Hours: 3.0
Module: 3
- 4.2.1.12 Course Title: Real Estate “Jeopardy” – Office Management and Legislative
Issues
Credit Hours: 3.0
Module: 4
- 4.2.1.13 Course Title: Risk Management
Credit Hours: 3.0
Module: 4
- 4.2.1.14 Course Title: Delaware Uniform Common Interest Ownership Act
Credit Hours: 3.0
Module: 5
- 4.2.1.15 Course Title: Disclosures

Credit Hours: 3.0
Module: 5

4.2.1.16 Course Title: Real Estate “Jeopardy” – Office Management and Legislative Issues
Credit Hours: 3.0
Module: 5

4.2.1.17 Course Title: Real Estate “Jeopardy” – Real Estate Documents and Real Estate Practices
Credit Hours: 3.0
Module: 6

4.2.1.18 Course Title: Short Sales
Credit Hours: 3.0
Module: 6

4.2.1.19 Course Title: Marketing & Social Media
Credit Hours: 3.0
Module: 7

4.2.2 Course Provider: Heidi JA Gilmore

4.2.2.1 Course Title: Legislative Update: CFPB and 2015 New Forms Review
Credit Hours: 3.0
Module: 5

4.2.3 Course Provider: Jack Lingo, Inc., REALTOR

4.2.3.1 Course Title: Being a Prepared Landlord in Delaware
Credit Hours: 3.0
Module: 5 or 7

4.2.4 Course Provider: McKissock, LP

4.2.4.1 Course Title: How is the Legalization of Marijuana Affecting the Real Estate Market
Credit Hours: 3.0
Module: 7

4.2.5 Course Provider: The CE Shop, Inc.

4.2.5.1 Course Title: REO Props: Responsibilities, Edu., & Opportunities for RE Professionals
Credit Hours: 6
Module: 6

*4.2.6 Course Provider: Sussex County Association of REALTORS®

4.2.6.1 Course Title: Residential & Property Management
Credit Hours: 9.0
Module: 1, 3, & 6

4.2.6.2 Course Title: Safety Course for Real Estate Professional
Credit Hours: 3.0
Module: 7

- *4.2.7 Course Provider: CK Capital Management Corp.
 - 4.2.7.1 Course Title: Salespersons Guide to Navigating Short Sale, Pre-Foreclosure, & Distressed Property Sales
 - Credit Hours: 3.0
 - Module: 7

4.3 Review of Instructor Applications

- 4.3.1 Donna Greenspan
Continuing Education: Module 7 – Marketing & Social Media
- 4.3.2 Gary Heckler
Continuing Education: Module 7 – DSHA Programs for Homebuyers

Pre-Licensing Course: Orientation
- 4.3.3 Richard Longo
Continuing Education: Modules: 1; 3; 5 & 6

Pre-Licensing Course: Real Estate Law

Broker's Course: Real Estate Documents
- 4.3.4 Larry Tims
Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6

Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Mathematics

Broker's Course: Brokerage (Sales Management); Valuing Real Property; Ethics; Mathematics
- *4.3.5 James Madgey
Pre-Licensing Course: Mathematics
- *4.3.6 Denise McCormick
Continuing Education: Module 7 – Short Sale, Pre-Foreclosure & Distressed Property (1st Class)
- *4.3.7 William McCormick
Continuing Education: Module 7 – Short Sale, Pre-Foreclosure & Distressed Property (1st Class)

- *4.4 Review Request for Modification of Instructor Application for William Lucks (Requesting Approval for New Licensee Modules 1 – 4)

5.0 Correspondence

6.0 Other Business before the Committee (for discussion only)

7.0 Public Comment

8.0 Next Meeting – January 8, 2015 at 9:30 a.m.

9.0 Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.